

FDC International Hotels Corporation



雲品溫泉酒店 日月潭
日月潭頂級溫泉假期



義大利飯店 羅馬 | 威尼斯 | 阿斯蒂 | 佩魯賈 | 佛羅倫斯



翰品酒店
新莊 | 桃園 | 高雄 | 花蓮



君品酒店 台北 豪華法式五星酒店

HOTELS·RESORTS·GROUP



雲 朗 觀 光

雲朗觀光集團

LDC Hotels & Resorts



兆品酒店 苗栗 | 台中 | 嘉義 | 礁溪

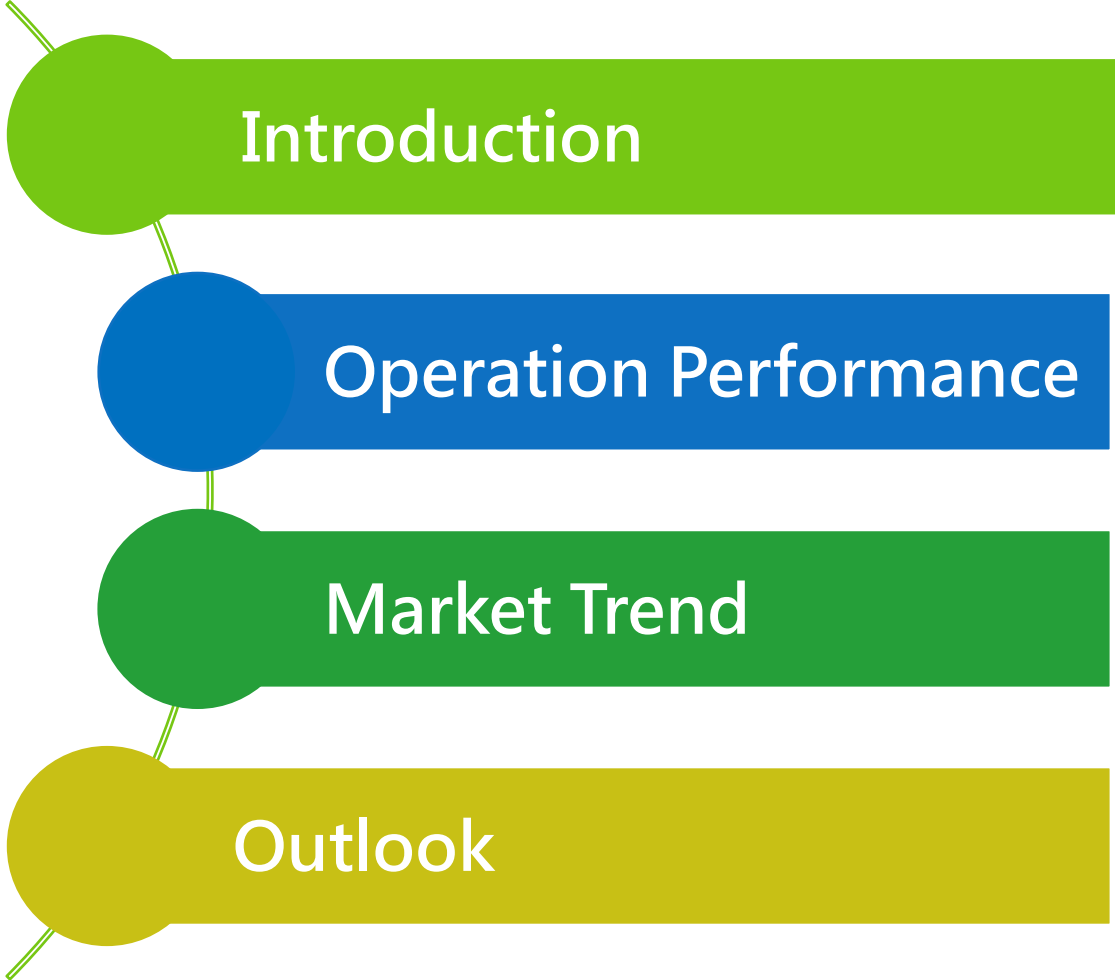
Speaker : Kenny Tseng

HOTELS·RESORTS·GROUP
FDC
雲 品 國 際

Disclaimer

- The information of current expectations and estimates are forward-looking statements subject to significant known and unknown risks and uncertainties and actual results may differ materially from those contained or implied in the forward-looking statements. These forward-looking statements are not guarantees of future performance and therefore one should not place undue reliance on them.
- We' re under no obligation to update any information according to its future changes or adjustments.

Agenda



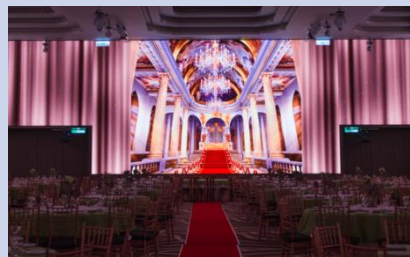
Introduction

Operation Performance

Market Trend

Outlook

Introduction

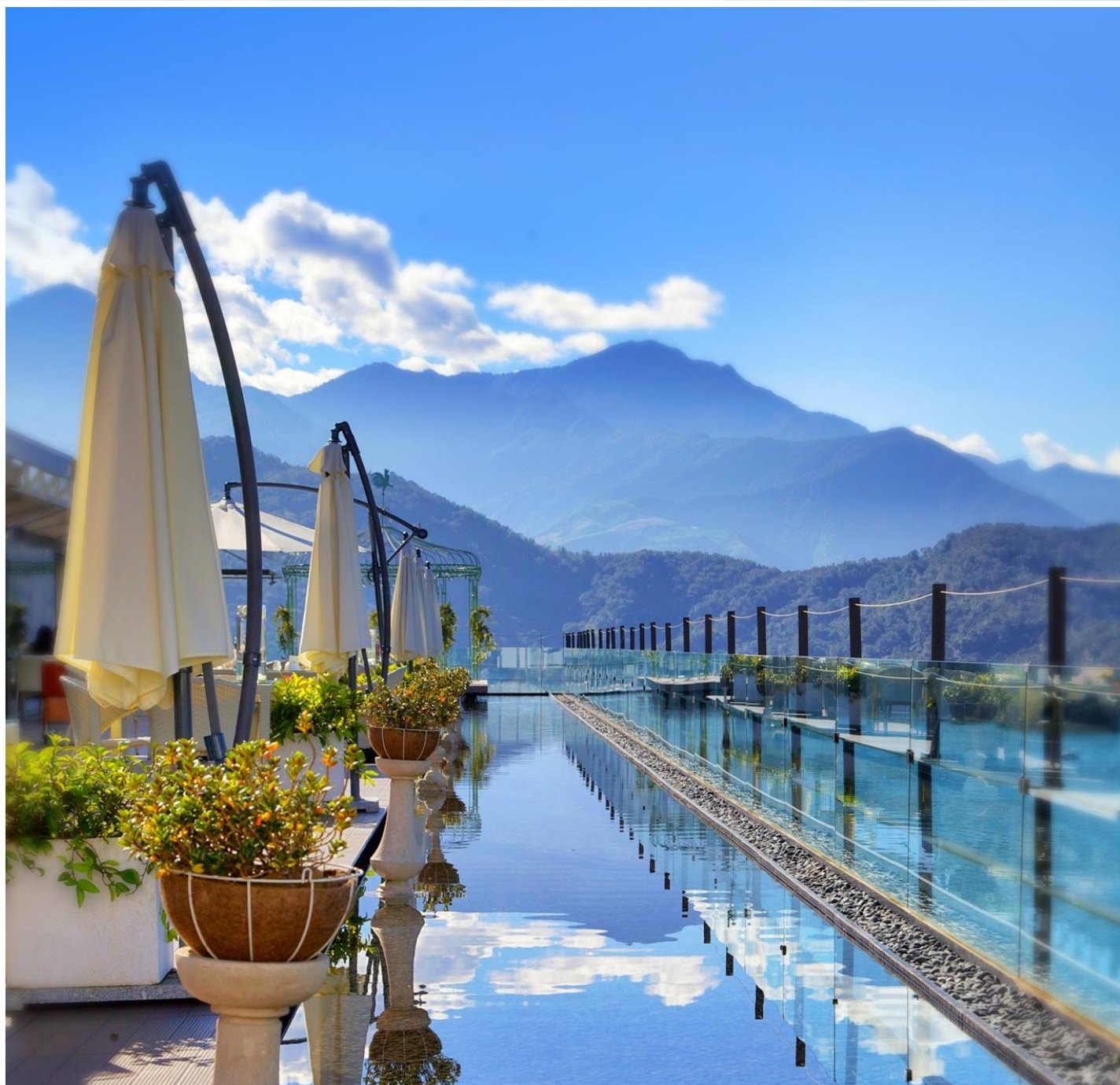
Founded	2012/11/22		
Chairman	Emile C. J, Sheng		
President	David Ding		
Number of employees	620		
Paid in Capital	NTD 656 Million		
Service			
	Fleur de Chine	Palais de Chine	Gala de Chine
	5 Star Leisure hotel	5 Star hotel	Wedding & Meetings
	211 Rooms	286 Rooms	620 Tables



雲品溫泉 酒店

Tripadvisor 評選
台灣最佳熱門
及服務飯店
遠見
頂級休閒旅館首獎

日月潭內第一家
擁有天然溫泉SPA
五星頂級度假酒店





貴賓專屬客製化服務
低碳里程在地食物
擁覽270度露天景觀餐廳



日月潭的風光透過片片落地玻璃窗
幻化成為一幅幅隨著時令與晨昏變換的山水作品



日月潭 好山 好水 好風光

Fleur de Chine -Awards



遠見雜誌評選



Agoda評選



TripAdvisor評選



交通部觀光局評選

- 交通部觀光局2018優良觀光產業及從業人員表揚優良觀光旅館業 | 2018
- TripAdvisor 評選 「2018最佳旅遊者之選：台灣最佳飯店、台灣奢華飯店」 | 2018
- 國家人才發展獎 大型企業獎 | 2017
- 遠見雜誌 服務業大調查 頂級休閒旅館第二名 | 2017
- 交通部觀光局 星級旅館60 用心之心 | 2017
- 榮獲Hotels.com TOP100 Family | 2017
- 天下雜誌CSR企業公民獎 | 2017
- 天下雜誌金牌服務業調查五星級旅館 第一名 | 2017
- Expedia top partner 最佳溫泉酒店 | 2017
- TripAdvisor評選Travelers' Choice 「臺灣十大最奢華飯店 第一名」及「臺灣最佳服務飯店」 | 2017
- Hotels.com評選為全球十大親子飯店 | 2017
- 世界奢華酒店大獎 (World Luxury Hotel Awards) 奢華家庭酒店 | 2016
- 遠見服務業大調查「頂級度假飯店冠軍」 | 2016
- SmartTravelAsia "2016 Best in Travel Poll" | 2016
- 工商時報台灣服務業大評鑑「金牌之最 2016評鑑年度大賞」(跨39個產業別) | 2016



君品酒店

臨台北車站
五星級酒店 | 首家
台北米其林三星餐廳

位五鐵共構交通樞紐
東方與法式文化元素
創造無可比擬
的飯店新美學





為來自世界的商務旅人及遊客
呈現頂級體驗！



雅緻客房



豪華客房



豪華家庭客房



行政雅緻客房



行政豪華客房



行政套房



君品套房



奢華驚豔 宴會/餐飲空間

Le Palais – The Michelin 3-star Restaurant



米其林指南 THE MICHELIN GUIDE

臺北 | TAIPEI 2018

#MICHELINGUIDETPE18



台北君品酒店基本資料

1. 五星級國際觀光旅館
2. 君品酒店為台北市政府交九BOT案，
承租經營20年,租約至118.12.28(有優先承租權)
3. 營業面積: 租賃權狀面積:8750.01坪，
包括一樓飯店大廳.五樓至十六樓之宴會廳.接待大廳.客房與地下一樓
及地下三樓飯店後勤部分及其他旅館經營所需之附屬設施。
4. 客房數: 286間，2017年住房率81%，平均單價 5,418
5. 餐廳數:4個
 - a. 17樓 頤宮中餐廳(米其林三星) 180位
 - b. 6樓 雲軒西餐廳 136位
 - c. 6樓 茶苑 40位
 - d. 5樓 亮廳(宴會廳) 41桌

Palais de Chine -Awards



2018 《2018臺北米其林指南》評鑑三星殊榮(全台唯一)

2017Hotelscombined 全台飯店十大夢幻早餐

榮獲Expedia 2017最佳表現飯店獎

日本樂天評選2016年樂天旅行獎-金賞大獎

榮獲Bookig.com 2015年度住客評分卓越獎(Guest Review Award)

Trip Advisor 評選 「2015最佳旅遊者之選：臺灣人氣豪華飯店」



遠見雜誌評選

Hotels.com 「2015年旅客評分優越服務 4.5/5」

agoda



Agoda評選

榮獲Bookig.com 2015年度住客評分卓越獎(Guest Review Award)

Booking.com評選 「2014住客評分卓越獎」



TripAdvisor評選

日本樂天評選2014年樂天旅行獎"Silver Award"

Trip Advisor 評選 「2014最佳旅遊者之選：臺灣人氣豪華飯店」



交通部觀光局評選

AsiaRooms.com全球旅遊者評選 「2014 臺灣最佳酒店之選」

SmartTravelAsia旅遊雜誌 讀者評選 「TOP 25 Leisure Hotels & Resorts in Asia」

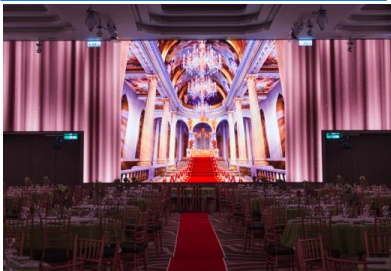


New Brand opens on 4Q-頤璽

Gala de Chine

頤璽

Xinzhuang Jingguan



380桌

\$ 13,990+10%

Splendor



120桌

\$ 15,990+10%

Taoyuan Mingsheng



120桌

\$ 13,800+10%



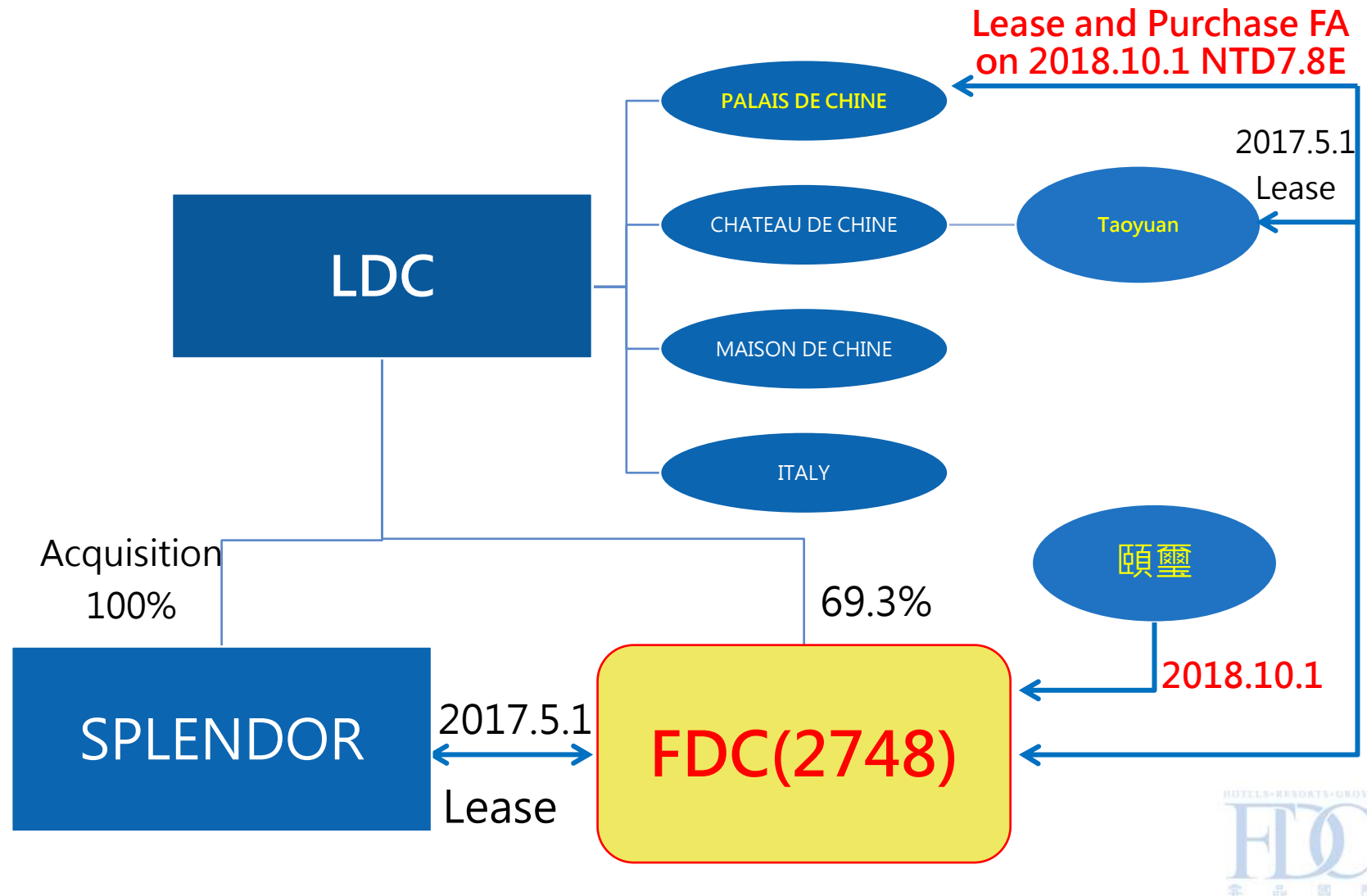
100桌

\$ 17,900+10%

* Joined From 2017/5/1

* Joined From 2018/10/1

Expansion



Operation Performance-Income Statement

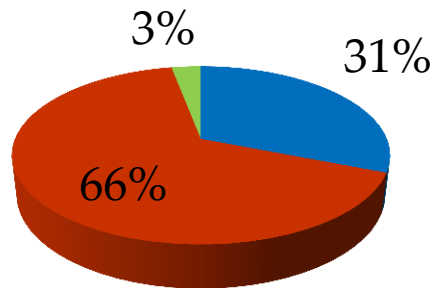
Unit : Thousands of NTD · %

Year	2016	2017	YoY	2017Q1	2018Q1	YoY
Revenues	1,331,993	1,528,282	15%	373,796	414,666	11%
Costs	890,474	1,019,909	15%	242,452	274,404	13%
Gross profit	441,519	508,372	15%	131,344	140,262	7%
Gross profit ratio	33%	33%	-	35%	34%	-
Expenses	199,172	231,094	16%	49,955	58,437	17%
Net Income	192,549	228,231	19%	66,756	65,596	-2%
EPS	3.18	3.48	9%	1.02	1.00	-2%

Operation Performance

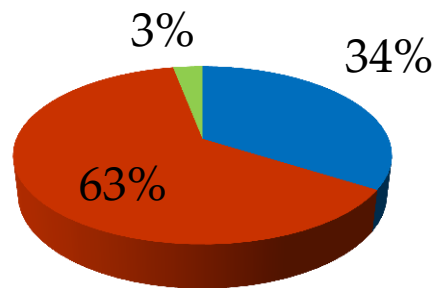
The Proportion of
Revenue Type of
2017

■ Room ■ F&B ■ Other



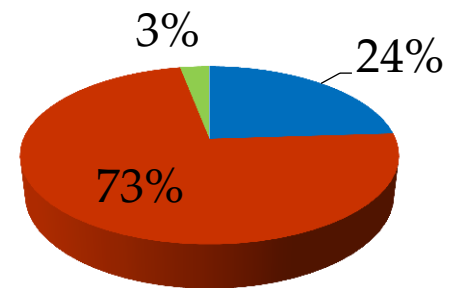
The Proportion of
Revenue Type of
2018 (F)

■ Room ■ F&B ■ Other



The Proportion of
Revenue Type of
2019 (F)

■ Room ■ F&B ■ Other



Source: Estimate by using statistics of the tourism bureau, MOTC.

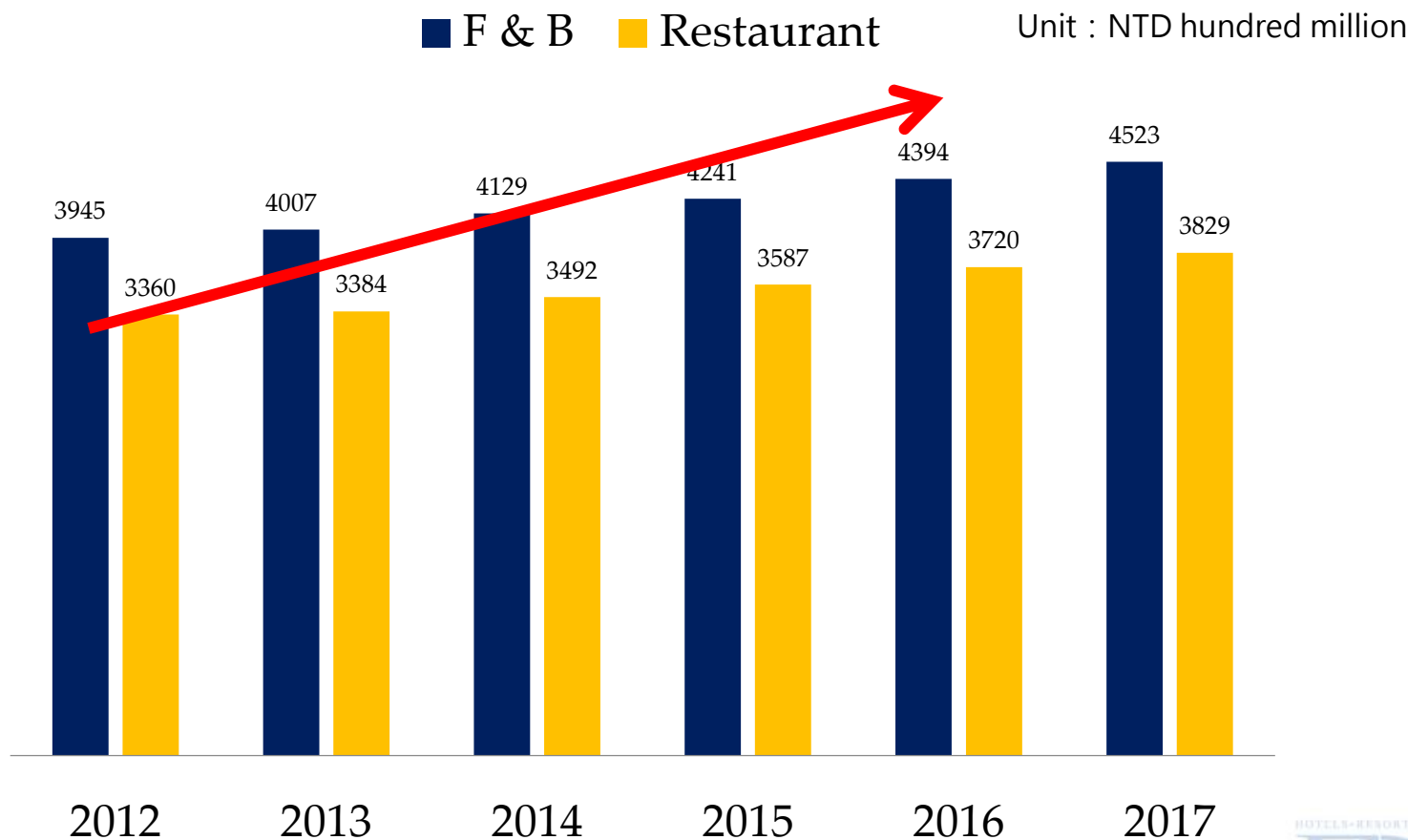
Operation Performance

Unit : %

Year	Fleur de chine	Outside dining (頤品+品花苑)	Outside dining 頤璽 Joined From 2018/10/1	Palais de chine Joined From 2018/10/1
2017	約50%	約50%	-	-
2018(F)	40%~45%	38%~40%	1.5%~2%	15%~18%
2019(F)	28%~30%	22%~25%	4%~5%	38%~40%

Source: Estimate by using statistics of the tourism bureau, MOTC.

Market Trends-Domestic Catering Industry



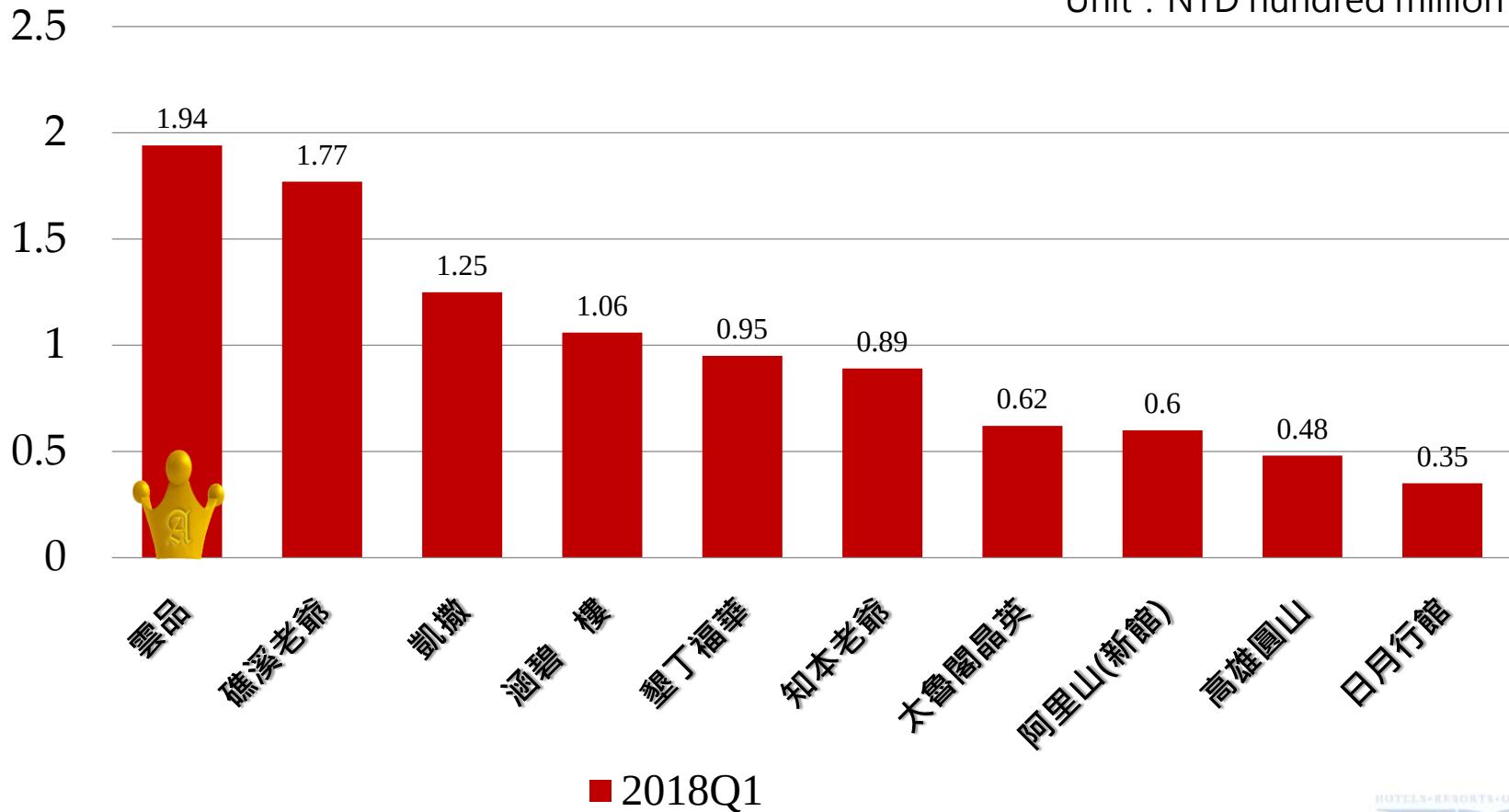
Source : Department of Statistics, MOEA

Market Trends-

International Hotels in Scenic Area of Taiwan

Revenue Rankings

Unit : NTD hundred million

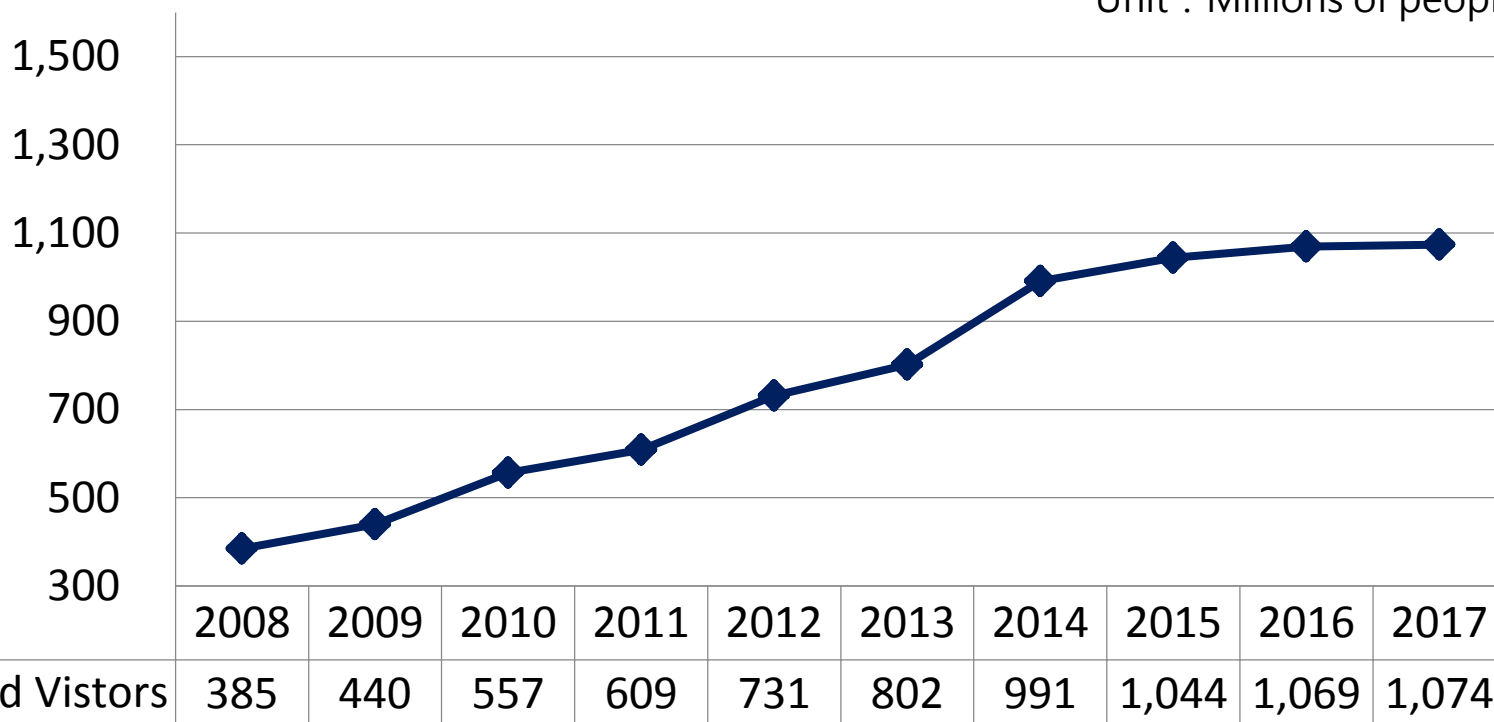


Source : Statistics of the Tourism Bureau, MOTC. There are 18 tourism hotels in Scenic Area with a total revenue at NT\$1.117 billion. The top 10 revenue of hotels are shown above.

Market Trends-Inbound visitors

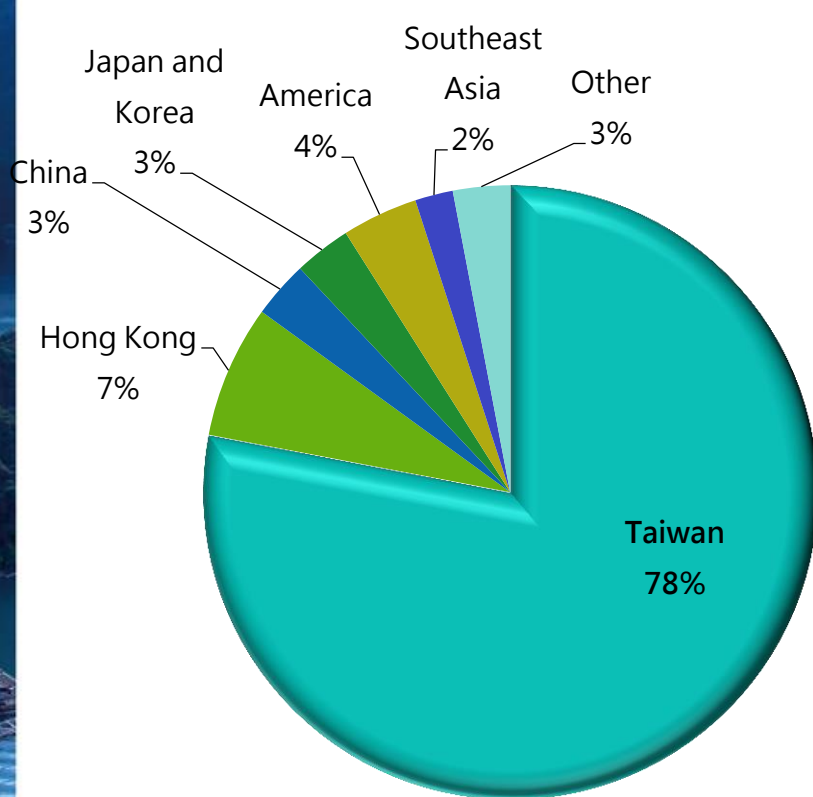
Inbound visitors for the last decade

Unit : Millions of people



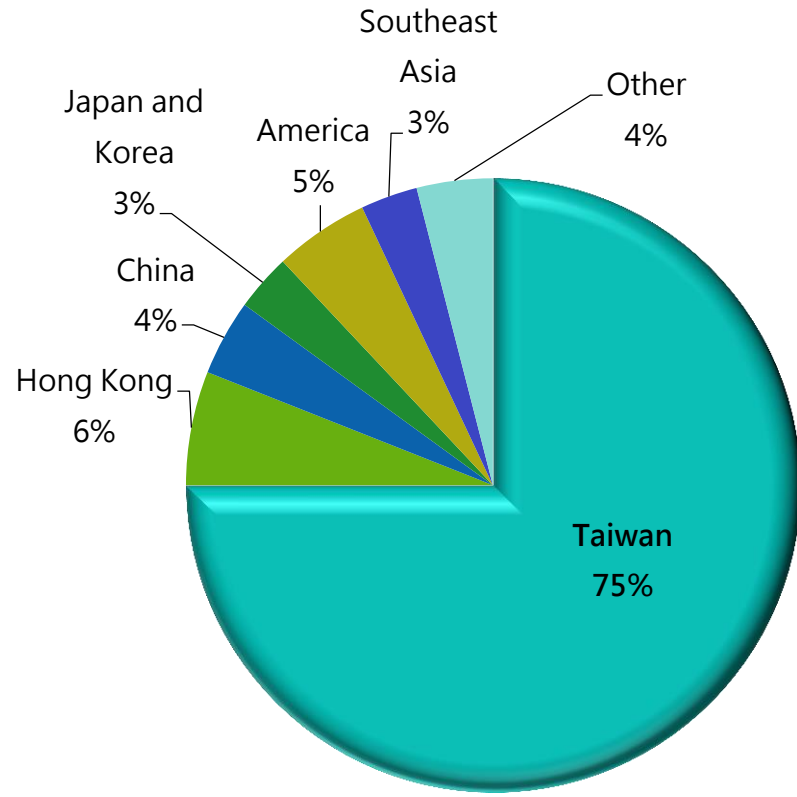
Source : Statistics of the Tourism Bureau, MOTC

The Main Guests of Fleur de Chine is form Taiwan



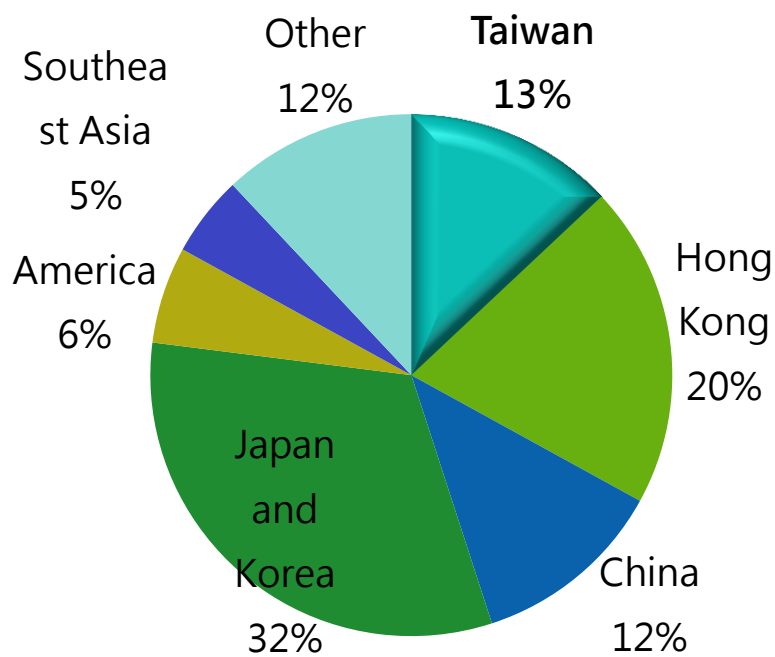
Guests by Region of 2017

By Rooms

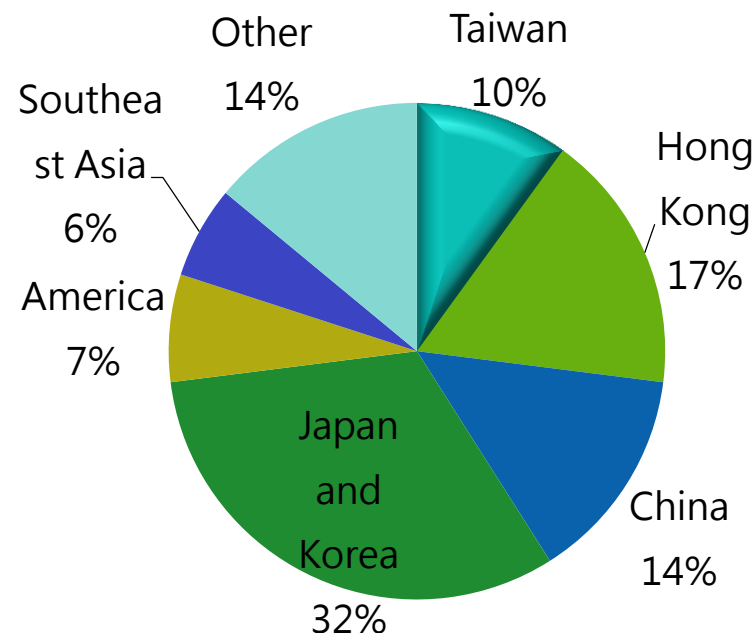


Guests by Region of 1-6, 2018

The Main Guests of Palais de chine



Guests by Region of 2017



Guests by Region of 1-5, 2018

By Rooms

Year	2014	2015	2016	2017	2018/1~5
Occupancy Rate	82%	83%	83%	81%	79%
Average Room Rate	5,000	4,982	4,902	4,937	4,899



Outlook

Fleur de Chine

- To strengthen the opportunities of mice 、 **company trip**.
- To increase our order from the booking **online** and customer adjustments.
- **Increase FIT of China.**

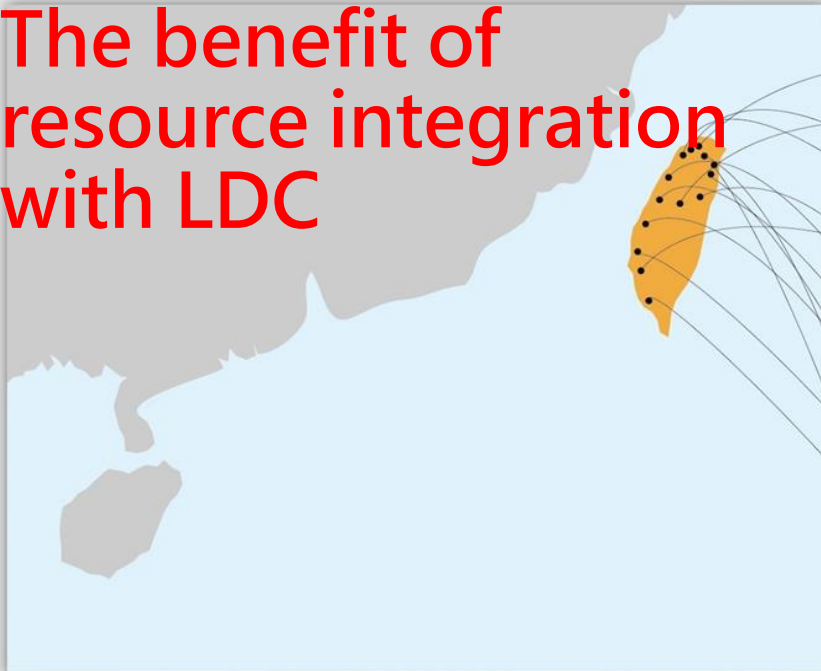
Palais de Chine

- 5-star Business Hotels layout
- **Le Palais, the Michelin 3-star Restaurant, may increase the F&B sales.**

Gala de Chine/ 頤璽

- The future will be targeted for high **regional complementarity and revenue contribution** to continue to expand the market share.

The benefit of resource integration with LDC



君品酒店
雲品溫泉酒店
翰品酒店
翰品酒店
翰品酒店
翰品酒店
兆品酒店
兆品酒店
兆品酒店
兆品酒店
兆品酒店
兆品酒店
中信大飯店
中信大飯店

Palais de Chine Hotel	
Fleur de Chine Hotel	
新莊	Chateau de Chine Sinjhuang Hotel
桃園	Chateau de Chine Taoyuan Hotel
高雄	Chateau de Chine Kaohsiung Hotel
花蓮	Chateau de Chine Hualien Hotel
苗栗	Maison de Chine Miaoli Hotel
台中	Maison de Chine Taichung Hotel
嘉義	Maison de Chine Chiayi Hotel
礁溪	Maison de Chine Jiaoxi Hotel
台南	Maison de Chine Tainan Hotel
屏東	Maison de Chine Pingdong Hotel
新店	Chinatrust Hsintien Hotel
礁溪	Chinatrust Jiaoxi Hotel



羅馬大飯店
雲水之都
聖莊
嵐莊
蓉莊

A.Roma Lifestyle Hotel
Palazzo Venart Luxury Hotel
Relais Sant' Ufficio Wellness & Spa
Relais Villa Monte Solare Wellness & Beauty
Villa Ortaglia

Taiwan 14 Hotels } 2,705 rooms
Italy 6 Hotels }
4 Entities of Restaurants - 9,200 seats

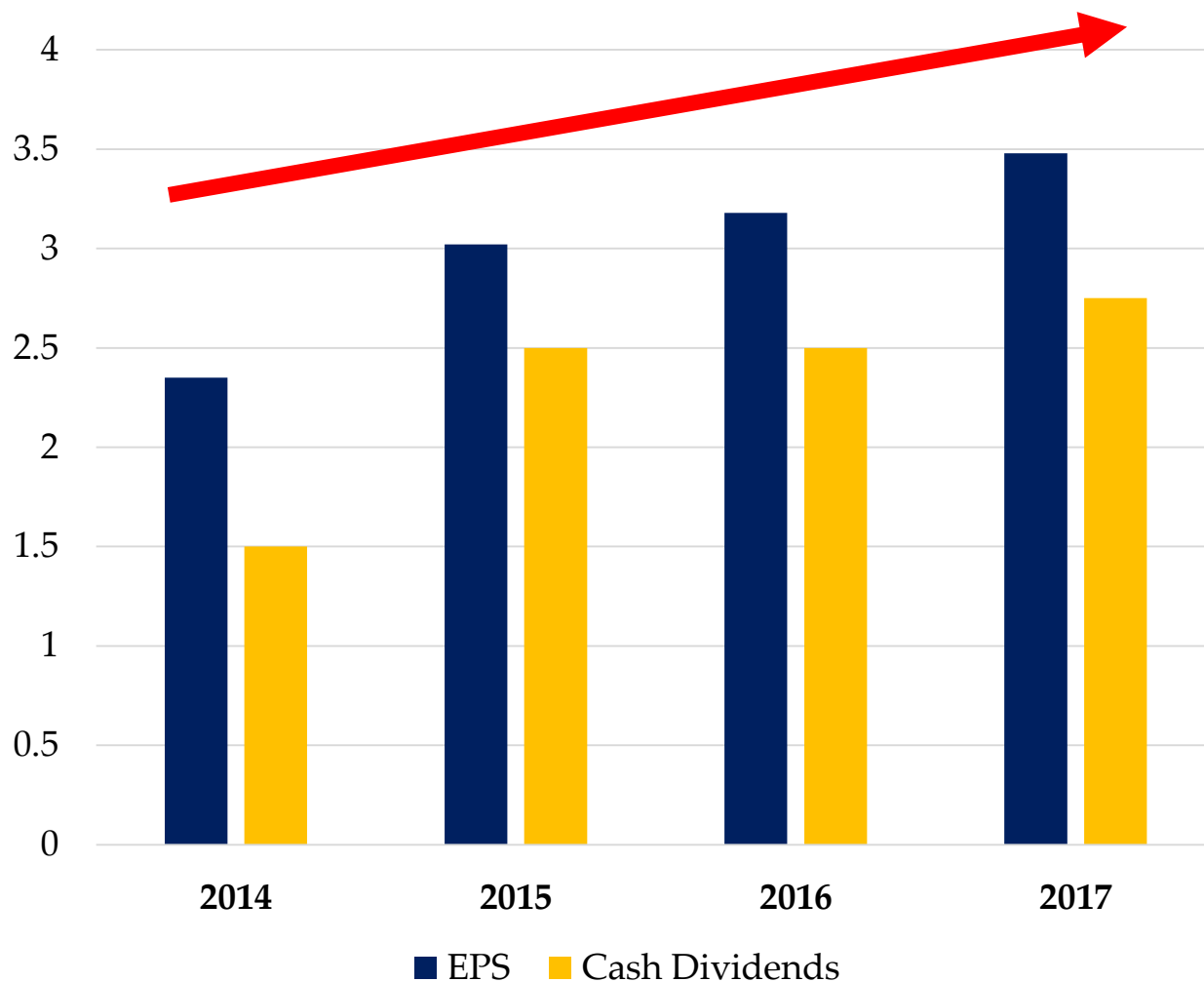


Outlook-High ROE & EBITDA

Unit : Thousands of NTD

	2016	2017
ROE	20.1%	19.8%
EBITDA	337,447	376,443
EBITDA Margin	25.3%	24.62%

Outlook-Dividend Policy



A scenic view of a lake at sunset from a balcony. The sky is filled with dramatic, colorful clouds in shades of orange, yellow, and blue. The sun is low on the horizon, casting a warm glow over the water and the surrounding mountains. In the foreground, a balcony with a glass railing and a wooden deck is visible. On the left, there is a small table with two chairs and a closed patio umbrella. A potted plant sits on the railing. The water reflects the sunset colors, and a few small boats are visible in the distance.

Thanks